



**THE ISLAMIC MANAGEMENT PRACTICES
AMONG CONSULTANTS
IN MAA TAKAFUL KOTA BHARU**

**MOHAMAD ARIF AIZAT BIN ARIFFIN
2013633566**

**BACHELOR OF BUSINESS ADMINISTRATION
WITH HONOURS (ISLAMIC BANKING)
FACULTY OF BUSINESS MANAGEMENT
UNIVERSITI TEKNOLOGI MARA (UiTM)
KOTA BHARU**

JUNE 2015

LETTER OF TRANSMITTAL

Head of program
Bachelor of Business Administration (Hons) (Islamic Banking)
Faculty of Business Management
University Technology MARA (UiTM)
Kota Bharu Campus,
Wisma KUB, Jalan Sultan Ibrahim,
15050 Kota Bharu,
Kelantan Darul Naim.

Ustazah Nik Muniyati binti Nik Din
The Second Examiner
Bachelor of Business Administration (Hons)(Islamic Banking)
Faculty of Business Management
Universiti Teknologi MARA (UiTM)
Kota Bharu Campus,
Wisma KUB, Jalan Sultan Ibrahim,
15050 Kota Bharu,
Kelantan Darul Naim.

JUNE 2015

Dear Sir/Madam

SUBMISSION OF INDUSTRIAL TRAINING PROJECT PAPER (ISB 672)

Attached is the project paper titled "The Islamic Management Practices among Consultants in MAA Takaful Kota Bharu" to fulfil the requirement as needed by the faculty of Business Management, UiTM.

Your valuation for this project paper is highly appreciated.

Thank you.

You're sincerely,

MOHAMAD ARIF AIZAT BIN ARIFFIN

2013633566

BACHELOR OF BUSINESS ADMINISTRATION (HONS) ISLAMIC BANKING

ACKNOWLEDGEMENT

First of all I would love to express our thanks to Allah SWT because all this happen was written by Him. He gave me spirits, a very good health and positively all this idea was from Him in order for me to finish up this assignment. Thank you to MARA University of Technology (UiTM) Kelantan Campus because help me to prepared myself and give me an opportunity to learn here. This assignment enhances my knowledge about my research methodology skills.

Here, I would like to take this opportunity to thank you to all individuals that have been supported and helped us especially my family who always motivate me to study smart and do my assignment with full of my hearts. I would like to thanks to all my friends who awesomely cool to support and give a lot of information out these matters.

Lastly, I would like to gratitude to my advisor, Mr. Wan Yusrol Rizal bin Wan Yusof, the lecturer of Business Management in University Teknologi MARA Kota Bharu, Kelantan, who assisted me for Industrial Training Project Paper (ISB 672) and always help me to be a good student and to be a better person. Thank you.

TABLE OF CONTENTS

CHAPTER	PAGE
Acknowledgement	vi
Table of Content	vii
List of Figure	viii
List of Table	ix
Abstract	x
Chapter 1: Introduction	1
1.1 Introduction / Background of the study	1
1.2 Problem statement.	2
1.3 Research objectives	3
1.4 Theoretical framework	5
1.5 Research hypotheses	6
1.6 Significance of Study	8
1.7 Definition of terms in relation to research	9
1.8 Limitation of study	10
1.9 Scope of Study	11
Chapter 2: Literature Review	12
Chapter 3: Research method	19
3.1 Introduction	19
3.2 Research design	19
3.3 Sampling Design	19
3.3.1 Research population	19
3.3.2 Sampling frame	19
3.3.3 Sampling design	19
3.3.4 Sample size	19
3.4 Types of Data	20
3.4.1 Primary Data	20
3.4.1.1 Questionnaire	20

ABSTRACT

This research are attempts to analyse the Islamic management practices among consultants in MAA Takaful Kota Bharu by examine the five variables which are planning, organising, leading, motivation and controlling. Islamic management practices are important because it will show how that the respondents will act to the organizational commitment. By taking the MAA Takaful Kota Bharu's employees as a target, the data gathered through questionnaire and was analysed using SPSS software.

From the analysis, it can be conclude that the result shows that all independent variables except the organizing and controlling had a significant and high positive relationship with the dependent variable which is employees' organizational commitment. As stated, the independent variables organising and controlling have a negative relationship towards the dependent variable.